



AGENDA

July 29

Wednesday, July 29, 2015

7:30 a.m. – **Registration**
8:30 a.m.

8:30 a.m. – **Welcome Remarks**
9:00 a.m. Paul Gibson, Statewide HUB Program Manager
(Rio Grande A)

9:00 a.m. – **Exhibit Hall**
4:30 p.m. (Rio Grande B)

Workshops

(Concurrent Workshops)

10:00 a.m. –
11:45 a.m.



How to do Business with Texas Universities

Participants will learn how to navigate the procurement processes, and requirements of doing business with Universities.

Facilitator: Yolanda C. Strey, CTPM, CTCM
Texas State University HUB Outreach Program/
HUB Specialist

Panelists: Sylvia Bradley, CTPM, Sr. Purchaser,
Texas Tech University Health Science Center;
Elaine Chew, Director of Support Services
& HUB Coordinator, **Tarleton State University;**
Debbie Reynolds, Director of Procurement Services/
HUB Coordinator, **University of North Texas
System;** Maya Thornton, HUB Program Director,
University of Houston



Texas is Big Business. Are You HUB Certified?

Learn how to apply for HUB certification, manage your vendor profile, and search the Centralized Master Bidders List and HUB Directory, the Electronic State Business Daily, and more!

Presenter: Paul Gibson, Manager, Statewide HUB Program, Texas Comptroller of Public Accounts



What is the HUB Mentor Protégé Program

Learn the objectives of the Mentor Protégé Program. Mentors offer professional guidance and support to HUB vendors in order to facilitate their growth and development, and increase contracts/subcontracts with the State of Texas.

Presenter: Sherice Williams, HUB Administrator,
Health and Human Services Commission



Structuring Your Marketing Plan

Presenting tools that will help small businesses market to state government. Learn how to obtain historical information on state government procurement and use it to formulate your marketing plan, as well as identify tools to assist your firm in business development.

Presenter: Laura Cagle, HUB Director,
Texas Commission on Environmental Quality

Noon –
1:30 p.m.

Luncheon (Rio Grande A)

Opening Remarks:

Paul Gibson, Statewide HUB Program Manager,
Texas Comptroller of Public Accounts

Color Guard and National Anthem

Platinum Partners Remarks

Gold Partners Remarks

Invocation

Keynote Speaker:

Helen Callier, President, Bradlink LLC



Statewide Historically Underutilized Business Program
2015 Procurement Connection Seminar & EXPO

1:30 p.m. – **Exhibit Hall Re-opens**
4:30 p.m.

(Concurrent Workshops)

2:30 p.m. –
3:30 p.m.



How to Become a Texas Department of Information Resources (DIR) Vendor

Learn how the State of Texas procures IT related products and services, and how vendors can bid on cooperative contracts that will be used by state, local and public education institutions across Texas, as well as public entities from other states.

Presenter: Lynn Sanchez, HUB Coordinator, Texas Department of Information Resources



Texas Department of Transportation's (TXDOT) Disadvantaged Business Enterprise (DBE) and HUB Program

This workshop will provide information on the steps to become a DBE with TXDOT and how to participate in the Texas Unified Certification Program (TUCP); information provided will include objectives of the DBE Program and HUB Program initiatives.

Learn how to access federal and state contracts and procurement opportunities with TXDOT's highway, transit, port authority and airport projects.

Presenters: Carlos A. Balderas, HUB Program Director, Office of Civil Rights, Texas Department of Transportation; Carlton Cooper, Business Development Specialist, Texas Department of Transportation; Joe Sanchez, Diversity and Economic Opportunity Section, Texas Department of Transportation



Understanding the HUB Contracting Plan (HSP)

This workshop will provide a detailed overview on how to complete a successful HUB Subcontracting Plan, the steps that should be taken to demonstrate a good faith effort and the faith effort and the protocol for notifying HUBs of subcontracting opportunities.

Presenters: Cassandra Johnson, HUB Program Specialist, Texas Comptroller of Public Accounts



Alternative Sources of Capital for Veterans

"Where do I secure start-up or growth capital" is the question on every Veteran entrepreneur's mind. This workshop will provide introductory level information on a variety of capital sources and how to best position you or your company for capitalization.

Presenter: Robyn Provost, Veteran Business Consultant, Texas Veterans Commission